

North Dakota Red Angus Association
Annual Business Meeting
Friday December 8, 2023
1:00 PM CST
Bismarck Hotel and Conference Center, Bismarck, ND
MINUTES

- 1.0 President Sam Twedt called the meeting to order at 1:15 pm CST.
- 2.0 Secretary, Annette Steffan read the roll call of members. 21 members were recorded as present. Note: there was a winter storm with icy roads and snow.
- 3.0 Approval of the agenda.
- 3.1 Chuck Steffan added under new business IRS Tax Designation to change the ND Red Angus Association tax exempt status from a 501c3 nonprofit organization to 501c6 nonprofit organization.
- 4.0 Recognition of Guests
- 4.1 Craig Bieber, RAAA Region B Director
- 4.2 Dr. Lindsey Upperman, RAAA Director of Breed Improvement
- 4.3 Rachel Oliver, RAAA Commercial Marketing Specialist
- 5.0 President Sam Twedt asked the membership to introduce themselves.
- 6.0 President's Report (Sam Twedt)
- 6.1 President Sam Twedt reported on the activities of the ND Red Angus Association for the year 2022-2023.
- 6.2 Sam asked that the members please sign up to participate on committees.
- 6.3 An evaluation of the ND Red Select Sale and the ND Red Angus Association will be sent out via mail in 2024. Members were asked to participate and send back the responses.
- 7.0 Secretary Report (Annette Steffan)
- 7.1 2022 Annual Meeting Minutes were presented by Co-Secretary/Treasurer, Annette Steffan. The minutes were sent to the membership via mail and at the Annual Meeting.
Motion: Steve Koester moved to accept the 2022 Annual Meeting minutes as presented.
Second: Mark Barenthsen
Action: 2022 Annual Meeting minutes approved as presented.
- 7.2 The minutes of the July 25, 2023, Special Membership Meeting held at the ND State Fair were presented by Co-Secretary/Treasurer, Annette Steffan. The minutes were sent to the membership via mail and at the Annual Meeting.
Motion: Chuck Steffan moved to accept the minutes of the July 25, 2023; Special Membership Meeting held at the ND State Fair as presented.
Second: Steve Koester
Action: Minutes of the July 25, 2023, Special Membership Meeting held at the ND State Fair approved as presented.
- 8.0 Treasurer Report (Chuck Steffan)
- 8.1 Chuck Steffan presented the 2023 Fiscal Year Financials.
- 8.1.1 **NDRAA Year over Year Cash Position**
- | | |
|------------------------------------|-------------|
| Beginning Year Balance (11-1-2022) | |
| CD | \$10,712.28 |
| Checking Account: | \$59,494.81 |
| Total Cash position: | \$70,207.09 |
- Ending Year Balance (10-31-2023)

CD	\$11,046.76
Checking Account:	\$44,362.83
Total Cash position:	\$55,409.59
Change in Cash Position	-\$14,797.50
Net Balance of NDJRAA Account:	\$13,424.32
Net after NDJRAA	-\$1,373.18

8.1.2 **NDRAA Income Statement (FY 2022/2023)**

Total Income:	\$45,338.48
Total Expenses:	\$46,711.66
Net Income YTD:	-\$1,373.18

8.1.3 **Balance Sheet for ND Red Angus Association (10-31-2023)**

CD	\$11,046.76
Checking Account	\$44,362.83
Total Cash Position	\$55,409.59
Total Liabilities	\$0.00
Net Equity	\$55,409.59

Motion: Robert Campbell moved to accept the 2023 fiscal year financial report as presented.

Second: Shaye Wanner

Action: The 2023 fiscal year financial report as presented approved.

9.0 ND Junior Red Angus Association Report (Kacee Wasem, President NDJRAA)

9.1 Annette Steffan, NDJRAA Advisor present the NDJRAA financials.

9.1.1 Balance Sheet for ND Junior Red Angus Association (10/31/2023)

CD:	\$0.00
Checking Account:	\$21,513.86
Total Cash Position:	\$21,513.86
Total Liabilities:	\$0.00
Net Equity	\$21,513.86

9.2 ND Junior Red Angus Association President, Kacee Wasem gave an excellent report on the activities of the ND Junior Red Angus Association. The NDJRAA currently has a membership of 40. Activities included the “Yahoos and Buckaroos” Field Day held at the Kidder County Fairgrounds, Steele ND, the NDJRAA State Show held at the ND State Fair, Rise Up Calls etc.

10.0 Committee Reports

10.1 Red Select Sale Committee: Ryan Clementson reported.

10.1.1 Sale Credit drawings were held at the 2023 National RAAA Convention (2-\$500 drawings) and at the 2023 ND Stockmen’s Convention (1-\$500 drawing).

10.1.2 Red Select Sale numbers are down. Bryan McKenzie was hired to commentate on the block to try to get momentum going. Kyle Gilchrist was hired to be a sale consultant for the purpose of getting more buyers.

10.1.3 A sincere “Thank You” is given to Ressler Land & Cattle for their outstanding donation of the 2024 Donation Heifer (RLC Juniper 223L registration # 4798648).

10.2 FCCP/Pro Cow Sale Committee: Sam Twedt reported.

10.2.1 FCCP Sales in ND:

There were 2 sales at **Bowman Livestock, Bowman ND**. The first sale was uneventful because that the barn did not notify the RAAA marketing team in time. Therefore, there was limited advertising. The second sale went better with approximately 750 red angus calves going through the barn.

Rugby Livestock, Rugby ND: There was a sale in November, and another scheduled for January 2024.

Lake Region Livestock, Devils Lake, ND: The sale in 2022 was a disaster and the barn came back in November 2023 sale with an outstanding feeder calf selling price of \$247/cwt for 747# Red Angus str (topped the market). Congratulations to Lake Region Livestock!

- 10.2.2 ND Red Angus Association representation at FCCP sales. Discussion was held on having a representative from NDRAA at the FCCP sales to promote the breed and connect with buyers and producers. It was recognized that the RAAA Marketing Team cannot physically be at every sale and that a local presence would make a difference.
- 10.3 Advertising & Promotions Committee: Annette Steffan and Sam Twedt reported.
 - 10.3.1 Website: Annette Steffan reported that the website is close to being done and has a goal of the middle of January to have it go live. Personal circumstances prevented Annette from having the website live earlier.
 - 10.3.2 Prorated Advertising: Sam Twedt reported that the cost share on prorated advertising increased to \$250/year because the price of advertising has gone up.
 - 10.3.3 Facebook: Sam Twedt reported that Tracey Koester, Cow Camp Promotions has taken over posting on the ND Red Angus Facebook page. As a result, the traffic has increased by at least 8,000 hits.
 - 10.3.4 Photo Contest: Sam Twedt reported that a photo contest was held with Tracey Koester organizing and conducting the photo contest. The submitted photos will be used on social media, ads etc. The winners will be announced at the banquet. Cash prizes of
 - 1st: \$100 (Maggie Lundberg, Killdeer ND)
 - 2nd: \$75 (Elizabeth Neshem)
 - 3rd: \$50 (Elizabeth Neshem)
- 10.4 Fundraising Committee: Ben Lodoen reported.
 - 10.4.1 Donation Heifer Raffle: There will be an auction for raffle tickets at the banquet and before the 2023 ND Red Select Sale. No raffle tickets will be handed out. The buyers will be recorded on a sheet of paper and entered on an Excel file. Ben Lodoen and Chuck Steffan will be the recorders. A randomizer will be used to select the winning ticket.
 - 10.4.2 2025-2026 Directory: The premier pages will be auctioned off at the banquet. This will be a 4c directory. The center spread will not be a map but will be auctioned off. A winning bidder may choose the center spread for 2x the money.
 - 10.4.3 Donation Heifer Donor Announcement:
 - 2024 Forster Red Angus
 - 2025 Wasem Red Angus
- 10.5 National/Regional/State Events Committee: Chris Wasem reported.
 - 10.5.1 RAAA Region B Representative Craig Bieber reported on the activities of the RAAA of America.
 - 10.5.2 Upcoming Events:
 - 2024 Cattlemen's Congress (National Red Angus Show), Oklahoma City, OK: December 30, 2023-January 11, 2024
 - ND Junior Red Angus Field Day, Wix Barn, Richardton ND: June 1-2, 2024
 - Red Angus Youth Expo, Chickasaw, Ok: June 9-14, 2024
 - NDJRAA State Show and Futurity, ND State Fair, Minot, ND: July 23, 2024
 - National Red Angus Association Convention, Lincoln, NE: September 11-13, 2024
 - ND Red Angus Association 60th Anniversary, Annual meeting, Banquet, Bismarck ND: December 8, 2024
 - ND Red Angus Association, ND Red Select Sale, Kist Livestock, Mandan, ND: December 9, 2024

- 10.6 Membership Committee: Sam Twedt reported.
 - 10.6.1 Retaining and growing membership. All ND Red Select Sale consigners must pay current membership dues and be in good standing with the ND Red Angus Association. It is important that all members attend the annual meeting.
- 10.7 Bylaws Committee: Bryan Ressler reported.
 - 10.7.1 Recognition of the Bylaws Committee: Bryan Ressler
Bryan Ressler (Co-Chair)
Annette Steffan (Co-Chair)
Robert Campbell
Kenny Forster
Marc Schriefer
 - 10.7.2 Bryan Ressler acknowledged the many hours and drafts the committee put into the Bylaws revision. He noted that one meeting started on day 1 and continued to day 2. The committee met via Zoom and was very effective and productive with good discussion held.
 - 10.7.3 The proposed committee recommendations were sent to the membership to discuss at the July 25, 2023 meeting for the purpose of discussion. Recommended suggestions were made to the bylaws before submission to the president.
 - 10.7.4 The recommended revision of the ND Red Angus Association Constitution and Bylaws was submitted to President, Sam Twedt. President, Sam Twedt submitted the recommended revision of the ND Red Angus Association Constitution and Bylaws to the law firm of Lewis ROCA.

10.0 Old Business

- 10.1 Proposed Constitution and Bylaws of the ND Red Angus Association: Annette Steffan presented.
 - 10.1.1 Legal Team Lawyer, Laura Lo Bianco (602-262-5793) available to answer questions concerning the bylaws.
 - 10.1.2 **Motion:** Annette Steffan moved to approve the Constitution and Bylaws as presented by the Bylaws Committee and reviewed by the legal team of Lewis ROCA.
Second: Max Robison
Discussion: Does the president vote? Answer: The President only votes if there is a tie.
Discussion: If there are eight votes on the board, how does it work if there is a tie. Answer: The President does not vote unless there is a tie, which shouldn't happen.
Discussion on Voting Procedure: The motion requires a 2/3 majority vote. The quorum is 14 members present. The Secretary read the roll call of membership. Bryan Ressler will hand out the ballots (one vote per membership). President Sam Twedt announced the ballot counters: Bryan Ressler, Robert Campbell, Mark Barenthsen.
Action: The motion to approve the Constitution and Bylaws as presented by the Bylaws Committee and reviewed by the legal team of Lewis ROCA carried unanimously.

11.0 New Business

- 11.1 Membership Dues Review: Sam Twedt presented.
 - 11.1.1 **Motion:** Ben Lodoen moved to raise dues to \$75 per registered membership and \$50 per associate membership per year effective starting year 2025.
Second: Chris Wasem
Discussion: Was held on if this was enough because the cost of business is rising. Membership dues help with the operating budget.

Amendment to Main Motion: Max Robison moved to amend the main motion to raise dues to \$100 per registered membership and \$50 per associate membership per year effective starting year 2025.
Second: Blake Wold

Action: The amendment to the main motion to raise dues to \$100 per registered membership and \$50 per associate membership per year effective starting year 2025 carried.

Amended Main Motion: Ben Lodoen moved to raise dues to \$100 per registered membership and \$50 per associate membership per year effective starting year 2025.

Second: Chris Wasem

Action: The amended main motion to raise dues to \$100 per registered membership and \$50 per associate membership per year effective starting year 2025 carried.

11.2 Secretary Stipend: Sam Twedt presented.

11.2.1 Secretary Stipend: The board was looking for feedback from the membership on what the secretary stipend should be. The concern is that there is a lot of time that the secretary must put in and that times have changed as to time requirements for this position. This amount should be enough that the person in this position will take it seriously and so that it is not such a voluntary time burden.

11.2.2 The new bylaws allow for the NDRAA board to review the position and payment of the stipend to the secretary. The membership felt that this issue could be addressed by the board.

11.2.3 The stipend for the FY 2022/23 will be addressed at the January 2024 NDRAA board of directors meeting.

11.3 60th Anniversary Committee: Annette Steffan presented.

11.3.1 Introduction of the 60th Anniversary Committee so far (need a few more).

Annette Steffan (Co-Chair)

Jolyn Wasem (Co-Chair)

Rylee Lodoen

Tiffany Wold

11.3.2 Jackets/Vests: Rylee Lodoen brought a sample of jackets/vests that can be purchased.

11.4 IRS Tax Designation Change: Chuck Steffan presented.

11.4.1 **Motion:** Steve Koester moved to approve that the ND Red Angus Association transfer from a nonprofit 501c3 status to a nonprofit 501c6 status.

Second: Robert Campbell.

Discussion: Chuck Steffan reported that a 501c6 status is more of a membership directed nonprofit status and the ND Red Angus Association fits this scenario more accurately.

Action: The motion to approve that the ND Red Angus Association transfer from a nonprofit 501c3 status to a nonprofit 501c6 status carried.

11.5 Speaker: Rachel Oliver-RAAA Marketing Team

11.5.1 Rachel Oliver presented that the following number of head of Red Angus calves were sold at the following barns according to the market reports:

October 16, 2023 Bowman Livestock, Bowman ND	487 head	Groups: 622# str/\$267	528# str/\$280
November 11, 2023 Bowman Livestock, Bowman ND	460 head	Groups: 610# str/\$264	528# str/\$291
November 27, 2023 Rugby Livestock, Rugby ND	550 head	Groups: 610# str/\$240	640#str/\$242
November 28, 2023 Lake Region Livestock, Devils Lake ND	275 head	Groups: 740# str/\$241	57#str/\$235
Sydney Livestock, Sydney MT	790 head		

11.5.2 Rachel mentioned that the marketing team needs support of the seedstock producers and the ND Red Angus Association with the sales. She is only one person and cannot do it all...the producers need to see that the seedstock producers support them.

11.5.3 Rachel reported that a tattoo can be replaced by a freeze brand or an EID tag. Discussion was held on the retention of EID tags and the legalities of freeze brands.

- 11.6 Speaker: Lindsey Upperman, Ph.D.: RAAA Director of Breed Improvement
 - 11.6.1 Dr. Lindsey Upperman gave a presentation on “EPD Blanking.”
- 12.0 Elections: Nominating Committee: Bryan Ressler presenting.
 - 12.1 The newly adopted bylaws require one more year of service on the NDRAA board of directors. All the present board members have agreed to one more year of service.
 - 12.1.1 President-Sam Twedt (Term expires January 2025)
 - 12.1.2 Vice President-Bryan Ressler (Term expires January 2025)
 - 12.1.3 Co-Secretary/Treasurer-Chuck & Annette Steffan (Term expires January 2026)
 - 12.1.4 Director-Ben Lodoen (Term expires January 2025)
 - 12.1.5 Director-Chris Wasem (Term expires January 2025)
 - 12.1.6 Director-Ryan Clemetson (Term expires January 2026)
 - 12.1.7 Director-Rick Rohrich (Term expires January 2026)
 - 12.1.8 Immediate Past President-Scott Kueffler (Term expires January 2025)
- 13.0 Announcements: Sam Twedt
 - 13.1 Banquet Room Location-Missouri Ballroom downstairs by pool
 - 13.2 Photos of 2024 NDRAA Board of Directors, County Buckle Winners and Sponsors, and other award winners will be by the banquet room. Photos of award winners will be available to sponsors to use for their promotional use. Please contact Annette Steffan for photos.
 - 13.3 The NDJRAA Silent Auction will be held in the banquet and at Kist Livestock. Silent Auction and Semen Sale items are to be paid to the ND Juniors.
 - 13.4 There will be donation heifer raffle tickets auctioned off as well as the premium directory pages at the banquet.
- 14.0 Next Annual Meeting: 60th Anniversary of the ND Red Angus Association
December 13, 2024
Bismarck Hotel and Convention Center
Bismarck ND
- 15.0 Adjournment
 - 15.1 **Motion:** Sid Brenner moved to adjourn the 2023 ND Red Angus Association Annual Meeting.
Second: Brandon Rusch
Action: Meeting adjourned at 4:30 pm CST.

Respectfully submitted by direction of the ND Red Angus Association Board of Directors,

Annette Steffan

Annette Steffan
Co-Secretary/Treasurer
ND Red Angus Association